

31 August 1954

MEMORANDUM FOR: THE RECORD

SUBJECT: Meeting with [] representatives

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1. Time and Place of Meeting: The meeting was held 0900,
24 August 1954, []

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2. Attendance: []

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3. Purpose: To obtain information concerning cost of contract and production.

4. Discussion:

a. The meeting started out with a review of the specifications as amended. [] has no changes in specifications we do not have with the exception of the packing specification change. We have "suitable wooden containers," they have nothing and plan on shipping in suitable cardboard containers.

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b. The question of why they are going over so much on their price estimate was raised and the answer was: The two persons responsible for the original estimates made very poor estimates and as a result have since been relieved of their duties for reasons of incompetence. The writer opined that this would probably be ruled to be poor estimating and they should therefore expect no fee for the additional funds. This was agreeable []

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c. [] then explained that they were having some difficulty with drop tests possibly due to an over zealous test department. The lanterns when dropped on their sides released the 1½ lb. fresnel lens which broke the 2 pyrex chimneys. He explained that they had attempted to beef up the inner baffle assembly in a fruitless attempt to overcome this shortcoming. After several attempts at re-packing it became obvious that the lamp could not bepacked ready for use and pass a 4 foot drop test on its side. Alternatives were then considered:

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1. Rewrite packing specification or drop test spec.
2. Modify lantern further and anchor fresnel lens at top rigidly to frame.

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d. On the basis of these things it was requested of [] to make up proposed changes lists and costs of each for our decision. [] then stated that direct labor costs were already \$103.09 over their original estimate. It was requested that at this time he should get in a request for additional funds as he deemed necessary and with reasons for same. [] agreed to do this and stated that this would be sent as soon as he was informed of specific costs of packing, etc., and no later than 27 August.

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[] then made an appearance and expressed the desire to terminate this contract at the earliest practical date.

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5. Conclusions: None

6. Recommendations:

a. Recommend we consider [] only for production type contracts in the future as this would be more compatible to their setup.

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b. [] be informed to ship lanterns with fresnel lens and inner baffle packed separately.

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c. We re-write packing specifications to accommodate this.

d. In view of our previous accommodating actions as regards specifications, etc., I recommend no additional fee be paid the [] Company.

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7. Actions:

a. [] write estimates and send.

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b. APD - Request specifications change in packaging.

c. Actions as necessary on further funds.

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[]
TSS/APD

Distribution:

Orig. - P-60A ✓

1 - RTW

1 - Chrono

RTW/bb

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